

Appendix C Pricing Index
DIR- CPO-5035
WidePoint Integrated Solutions Corp.

Software Products: WidePoint Integrated Solutions Corp. Brand Software as a Service (SaaS)

Category	Product Description	Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Telecom Management	Mobile Inventory and Telecom Expense Management Enterprise Software License for up to 250 Devices	WP-1001	Per Month	\$3,000.00	15.00%
Telecom Management	Mobile Inventory and Telecom Expense Management Enterprise Software License Add on per additional devices over initial 250 Devices	WP-1001a	Per Device/Month	\$4.00	20.00%
Telecom Management	Wireline Inventory and Telecom Expense Management Enterprise Software License for up to \$250,000 in annual spend and up to 20 invoices per month	WP-2001	Per Month	\$3,000.00	40.00%
Telecom Management	Wireline Inventory and Telecom Expense Management Enterprise Software License Add on per additional \$120,000 in annual spend	WP-2001a	Per/Month	\$150.00	35.00%
Telecom Management	Wireline Inventory and Telecom Expense Management Enterprise Software License Add on per additional monthly invoice above 20	WP-2001b	Per Invoice/Month	\$35.00	25.00%

Software Services: WidePoint Integrated Solutions Corp. Software as a Service (SaaS)

Category	Brand Name	Service Description	Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Telecom Management	WidePoint	Mobile Inventory and Telecom Expense Management Mobile Device Help Desk Support Services	WP-1001a	Per Device/Month	\$2.20	30.00%
Telecom Management	WidePoint	Mobile Inventory and Telecom Expense Management Mobile Device Help Desk Support Services and Order Management Support Services	WP-1001b	Per Device/Month	\$4.00	30.00%
Telecom Management	WidePoint	Telecom Lifecycle System or Process Training and Support	WP-3001	P/Hour	\$81.00	10.00%
Telecom Management	WidePoint	Invoice Payment Services	WP-A0003	Per Invoice Month	\$60.45	15.00%

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Volume Discount by Quantity: WidePoint Integrated Solutions Corp.

Type of Volume	Product Category	DIR Customer Discount % off MSRP
500 - 999 Mobile Devices	Telecom Management	25.00%
1000 - 2499 Mobile Devices	Telecom Management	30.00%
2500 - 4999 Mobile Devices	Telecom Management	35.00%
5000 - 9999 Mobile Devices	Telecom Management	45.00%
10000 - 14999 Mobile Devices	Telecom Management	50.00%
15000 - 19999 Mobile Devices	Telecom Management	60.00%
20000 + Mobile Devices	Telecom Management	65.00%

Additional Discount Based On Aggregate Sales: WidePoint Integrated Solutions Corp.

Contract Sales Threshold	Product or Category Description	Original Discount	Additional Discount	Total Discount
\$100,000.00	Telecom Expense Management SaaS total annual spend	20.83%	(+) 5.00%	25.83%
\$250,000.00	Telecom Expense Management SaaS total annual spend	20.83%	(+) 7.00%	27.83
\$1,000,000.00	Telecom Expense Management SaaS total annual spend	20.83%	(+) 10.00%	30.83